

16 March 1954

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I met at the Safemaster's office with Mr. Miller and Mr. Harrison of that company to discuss a latching system to be used on the Security Desk Trays in lieu of the present lock. Mr. Miller did describe a method by which this could be done but did not appear to be inclined to do any further experimental work without some commitment as to further orders. In fact most of the conversation turned to methods by which they could negotiate a contract instead of having the boxes put out on bid. This is perhaps understandable in view of their ^{EXPERIENCE} expenses to date which is summed up as follows:

I was referred to Mr. Miller by [] of Logistics Office when we first proposed to develop the idea of the Security Desk Trays. I discussed with Mr. Miller payment for development cost but he said they would be glad to undertake it without obligation thinking that they would have more or less an inside track in getting any subsequent orders. He did apply for a patent but the patent possibilities appear to be somewhat questionable. He now feels very strongly that we should attempt to negotiate a contract with him instead of placing any orders out on bid. One reason for this is that he claims to have incurred expenses up to \$1,500 to date in development of the boxes. I left them with the understanding that ^{the} procurement people would probably insist on placing any orders on a bid bases, but that it might be necessary to negotiate a contract to supply some further experiment with the new latching device.

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